

Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 06635 141900Z

11

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 017044

R 141345Z MAY 75
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 160
INFO USDOC WASHDC
AMEMBASSY VIENNA

UNCLAS MOSCOW 6635

E.O. 11652 N/A
TAGS: BEXP, UR
SUBJECT: MAJOR TRADE OPPORTUNITY: MODERNIZATION OF FOREIGN TRADE
BANK

USDOC FOR BEWT/TDAD/STECHSCHULTE
VIENNA FOR EWTC

1. OFFICE DIRECTOR OF SOVIET FTO VNESHTEKHNIKA, V.G. KHRINANIN,
INVITED DIRECTOR, COMMERCIAL OFFICE, TO MEETING MAY 13 TO DISCUSS
MAJOR TRADE OPPORTUNITY FOR U.S. FIRMS IN AREA OF MINI-COMPUTERS,
COMMUNICATIONS EQUIPMENT AND OFFICE EQUIPMENT FOR BANKING.
KHRINANIN EXPLAINED THAT IN CONNECTION WITH MODERNIZATION OF
VNESHTORGBANK OPERATIONS, SOVIETS WILL BE INTERESTED IN PURCHASING
FOLLOWING EQUIPMENT:

- 1) MINI-COMPUTERS FOR BANK OPERATIONS
- 2) AUTOMATIC TYPEWRITERS FOR BUSINESS AND FORM LETTERS
(WITH CASSETTE OR DISC MEMORIES)
- E) MICROFILM SYSTEMS
- 4) DOCUMENT STORAGE AND RETRIEVAL SYSTEMS
- 5) ELECTRICAL STAMPING AND CANCELLING DEVICES
- 6) TELETYPES FOR COMMUNICATING WITH MONEY MARKETS

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MOSCOW 06635 141900Z

- 7) PORTABLE COPYING MACHINES OF THE "XEROX" TYPE

2. COMMERCIAL OFFICE HAS ALREADY INFORMED HONEYWELL, RANK/XEROX, HEWLETT PACKARD AND IBM REPS IN MOSCOW OF SOVIET INTEREST, AND WE HAVE ALSO CONTACTED EUROPEAN OFFICES OF BURROUGHS, EASTMAN-KODAK, BELL AND HOWELL, DIGITAL EQUIPMENT AND NCR. ADDITIONAL OPPORTUNITIES TO PASS THIS INFO TO AMERICAN FIRMS WILL UNDOUBTEDLY ARISE DURING SVYAZ (TELECOMMUNICATIONS) EXHIBIT HERE MAY 22-JUNE 6. IN VIEW OF WIDE SCOPE THIS TRADE OPPORUTNITY, TDAD MAY WISH TO CALL POTENTIAL SUPPLIERS DIRECTLY INSTEAD OF BREAKING UP INTO SEPARATE TOP'S. IT WOULD BE USEFUL IF INITIAL RESPONSES TO THIS INQUIRY BE ROUTED THROUGH COMMERCIAL OFFICE.

STOESSEL

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 14 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MOSCOW06635
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750170-0606
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750554/aaaabwgu.tel
Line Count: 73
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 22 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <22 JUL 2003 by maginmm>; APPROVED <12 FEB 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR TRADE OPPORTUNITY: MODERNIZATION OF FOREIGN TRADE BANK
TAGS: BEXP, UR
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006